AC37C-1

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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## METAL TREATING INDUSTRY SALES RISE
## 4.5% ABOVE AUGUST 1989

August 1990 sales reached $50.7 million, up from $48.5 million in August 1989.

For the year to date, billings have totaled $399.0 million, a slight increase of 0.5% over the same period in 1989 when Commercial Heat Treaters registered sales of $396.8 million.

August 1990 sales for seven out of nine MTI districts topped August 1989's performance. Four districts are ahead of 1989 in year-to-date billings.

A summary of percentage change by geographic regions follows:

| | District | Aug 90 vs. Aug 89 | Total 1990 vs. 1989 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 0.5 | - 6.6 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 2.4 | - 1.7 |
| 3 | South Central (W.PA-OH-IN-KY) | 11.9 | 4.6 |
| 4 | Michigan | 3.0 | - 4.0 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | - 2.9 | - 7.5 |
| 6 | North Central (IL-WI-MN-MO-IA) | 0.6 | 0.7 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 6.6 | 7.6 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 12.1 | 16.9 |
| 9 | Canada | 0.9 | - 8.9 |

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1990

BILLINGS FOR MONTH

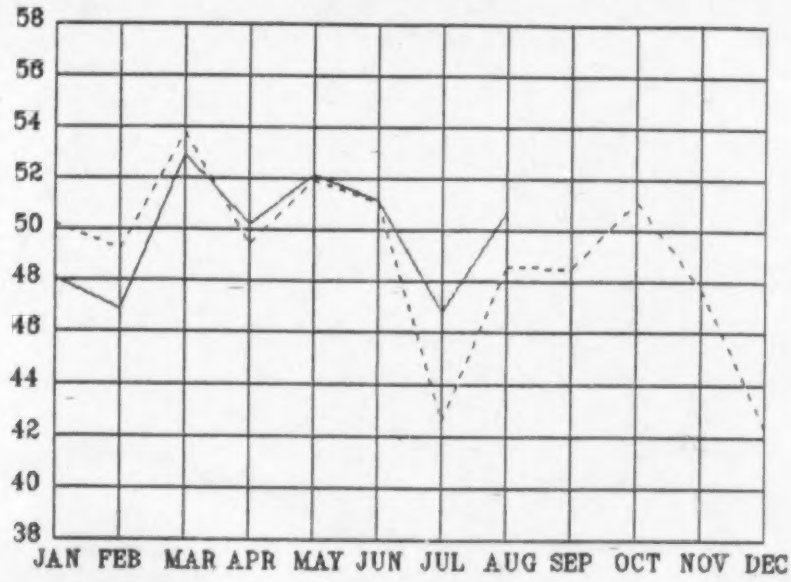
| | Participating Members | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1989 | 1990 | % | 1989 | 1990 |
| Total | 221 | 48541.2 | 50712.6 | 4.5 | 100.0 | 100.0 |
| Dist. 1 | 16 | 2935.8 | 2919.7 | - 0.5 | 6.0 | 5.8 |
| Dist. 2 | 28 | 4599.0 | 4709.3 | 2.4 | 9.5 | 9.3 |
| Dist. 3 | 42 | 8866.8 | 9923.6 | 11.9 | 18.3 | 19.6 |
| Dist. 4 | 26 | 6779.8 | 6985.0 | 3.0 | 14.0 | 13.8 |
| Dist. 5 | 17 | 2768.1 | 2688.8 | - 2.9 | 5.7 | 5.3 |
| Dist. 6 | 33 | 9053.8 | 9111.7 | 0.6 | 18.7 | 18.0 |
| Dist. 7 | 26 | 6711.9 | 7154.5 | 6.6 | 13.8 | 14.1 |
| Dist. 8 | 18 | 2967.3 | 3225.8 | 12.1 | 6.1 | 6.6 |
| Dist. 9 | 15 | 3858.6 | 3894.2 | 0.9 | 7.9 | 7.7 |
| Foreign | 0 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1989 | 1990 | % | 1989 | 1990 |
| Total | 396761.6 | 398902.8 | 0.5 | 100.0 | 100.0 |
| Dist. 1 | 25415.7 | 23738.5 | - 6.6 | 6.4 | 6.0 |
| Dist. 2 | 38793.4 | 38127.1 | - 1.7 | 9.8 | 9.6 |
| Dist. 3 | 72995.9 | 76389.3 | 4.6 | 18.4 | 19.1 |
| Dist. 4 | 55097.6 | 52872.9 | - 4.0 | 13.9 | 13.3 |
| Dist. 5 | 22791.0 | 21070.9 | - 7.5 | 5.7 | 5.3 |
| Dist. 6 | 73037.7 | 73556.2 | 0.7 | 18.4 | 18.4 |
| Dist. 7 | 50759.3 | 54603.3 | 7.6 | 12.8 | 13.7 |
| Dist. 8 | 22557.3 | 26375.8 | 16.9 | 5.7 | 6.6 |
| Dist. 9 | 35313.6 | 32168.8 | - 8.9 | 8.9 | 8.1 |

MILLIONS

NATIONAL BILLINGS



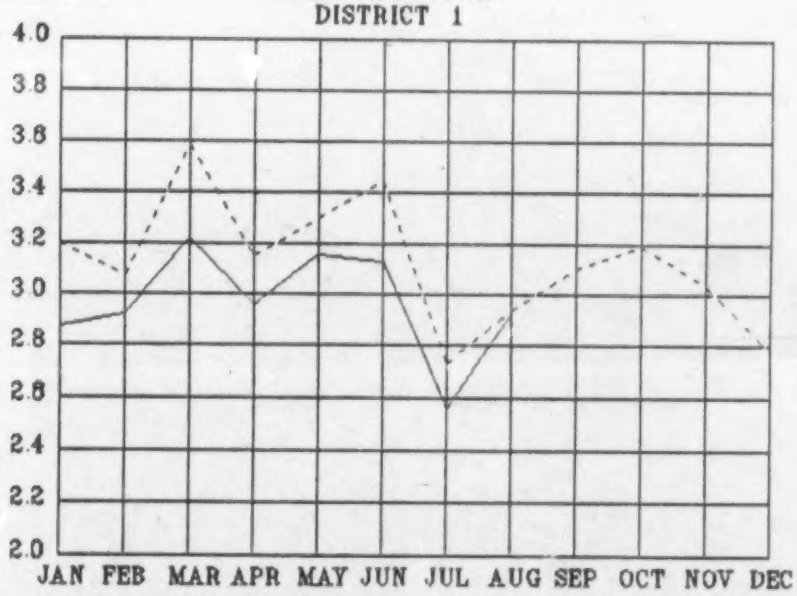

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.1 | -4.8 | -1.6 | 1.5 | 0.4 | 0.1 | 9.8 | 4.5 | | | | |
| % Change | Cumulative | -4.1 | -4.4 | -3.4 | -2.2 | -1.7 | -1.4 | 0.0 | 0.5 | | | | |

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



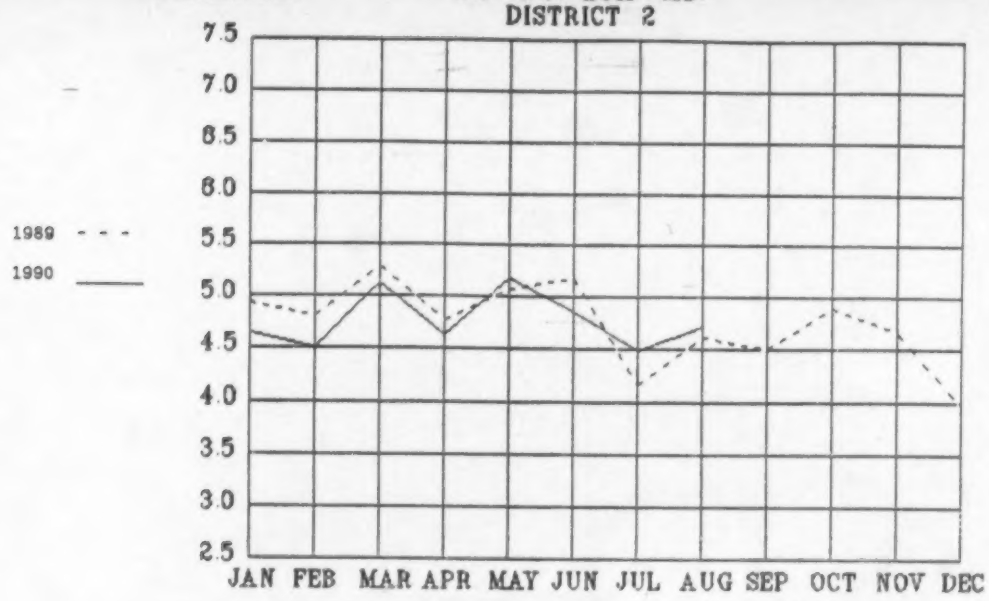

1989 - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -10.5 | -4.9 | -10.2 | -6.0 | -4.2 | -9.1 | -6.2 | -0.5 | | | | |
| % Change | Cumulative | -10.5 | -7.8 | -8.6 | -8.0 | -7.2 | -7.5 | -7.4 | -6.6 | | | | |

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



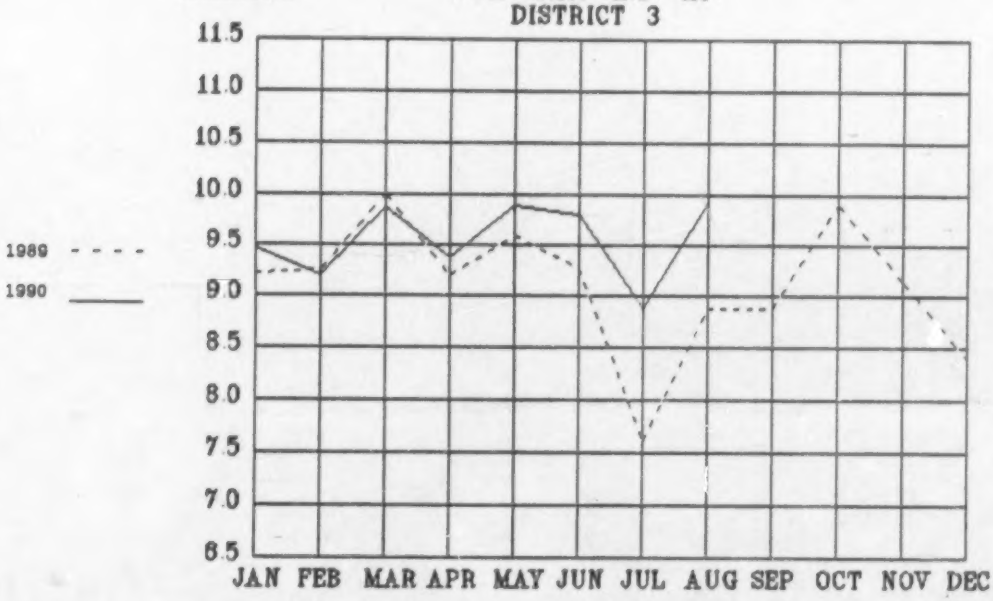

1989 - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -5.8 | -6.4 | -2.9 | -2.9 | 2.1 | -6.0 | 7.5 | 2.4 | | | | |
| % Change | Cumulative | -5.8 | -6.1 | -5.0 | -4.5 | -3.1 | -3.6 | -2.3 | -1.7 | | | | |

MILLIONS

W PA.-OHIO-IND.-KY.
DISTRICT 3



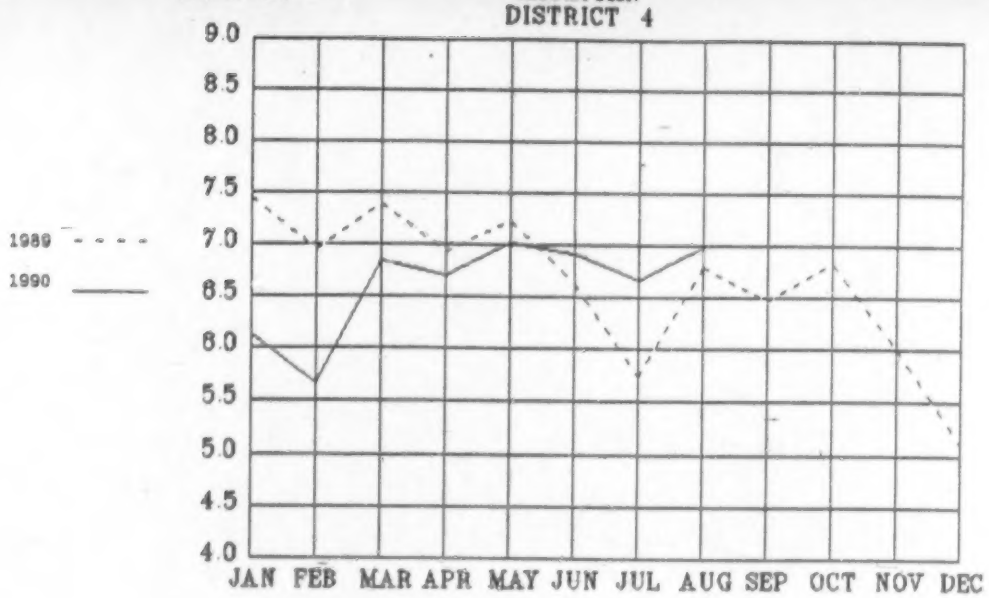

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.7 | -0.7 | -1.2 | 2.0 | 3.0 | 5.7 | 16.8 | 11.9 | | | | |
| % Change | Cumulative | 2.7 | 1.0 | 0.2 | 0.6 | 1.1 | 1.9 | 3.6 | 4.6 | | | | |

MILLIONS

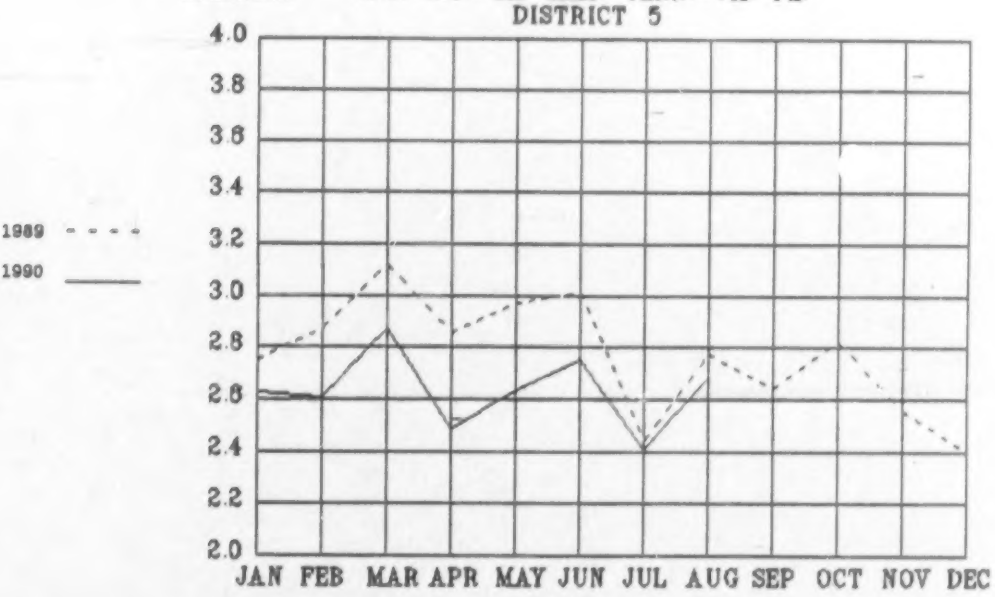
MICHIGAN
DISTRICT 4



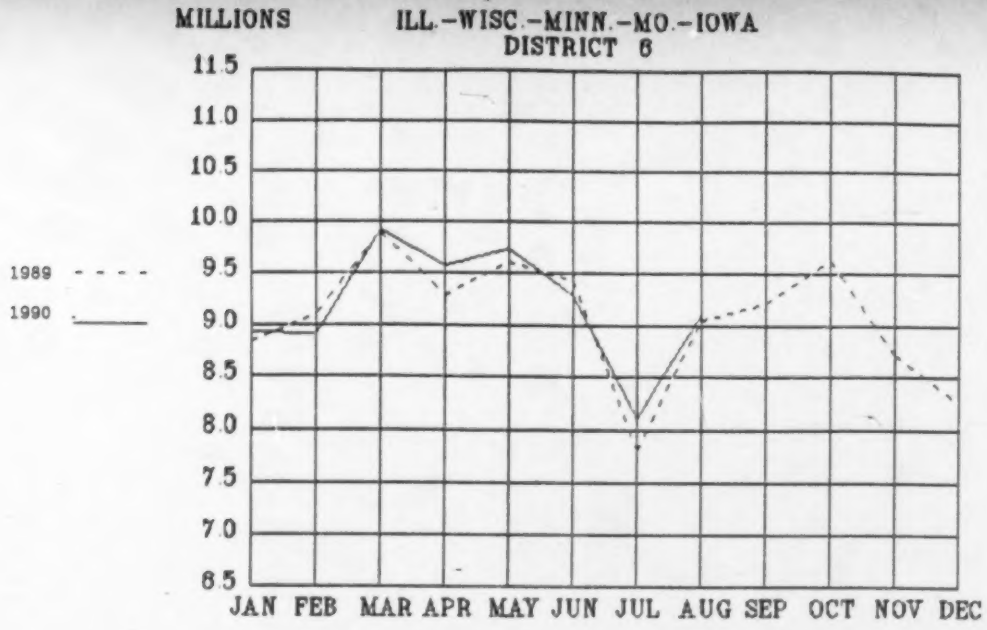

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -17.9 | -18.5 | -7.7 | -3.6 | - 2.9 | 4.3 | 16.1 | 3.0 | | | | |
| % Change | Cumulative | -17.9 | -18.2 | -14.6 | -11.9 | -10.1 | -7.9 | -5.0 | -4.0 | | | | |

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

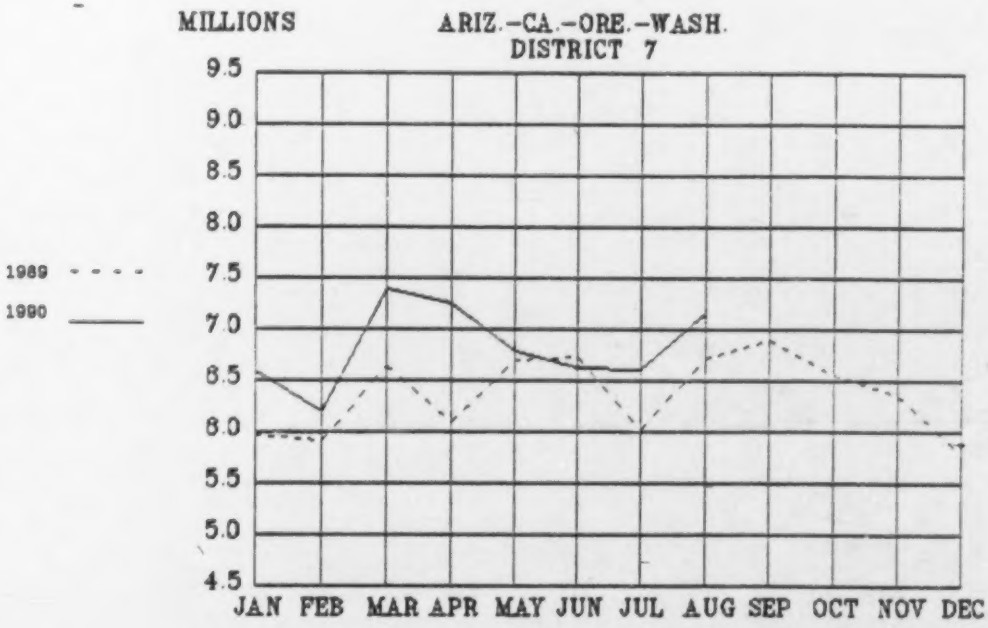
DISTRICT 5




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.3 | -9.2 | -8.1 | -13.0 | -11.4 | -8.8 | -1.3 | -2.9 | | | | |
| % Change | Cumulative | -4.3 | -6.8 | -7.3 | - 8.7 | - 9.2 | -9.2 | -8.2 | -7.5 | | | | |



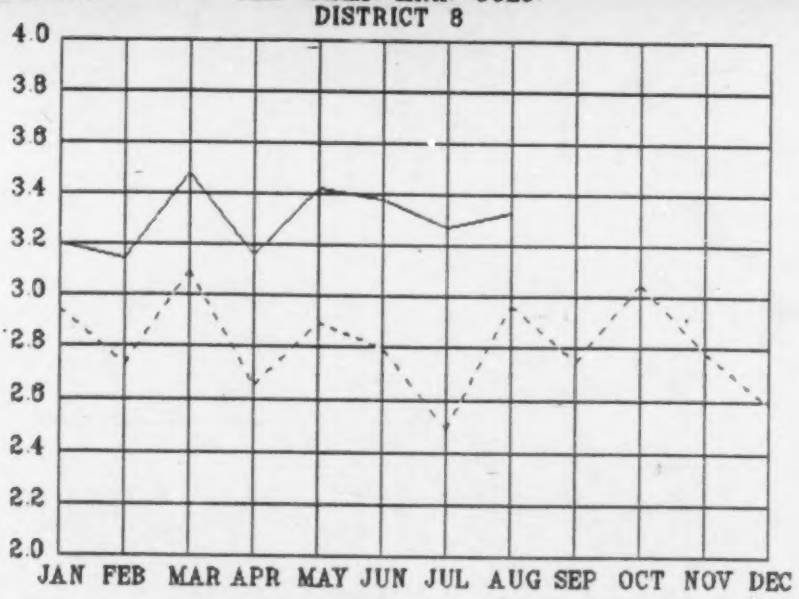

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.9 | -2.2 | 0.1 | 3.0 | 1.2 | -1.3 | 3.9 | 0.6 | | | | |
| % Change | Cumulative | 0.9 | -0.7 | -0.4 | 0.5 | 0.6 | 0.3 | 0.7 | 0.7 | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 10.4 | 4.9 | 11.3 | 19.1 | 1.3 | -1.7 | 10.1 | 6.6 | | | | |
| % Change | Cumulative | 10.4 | 7.7 | 9.0 | 11.5 | 9.3 | 7.3 | 7.7 | 7.6 | | | | |

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



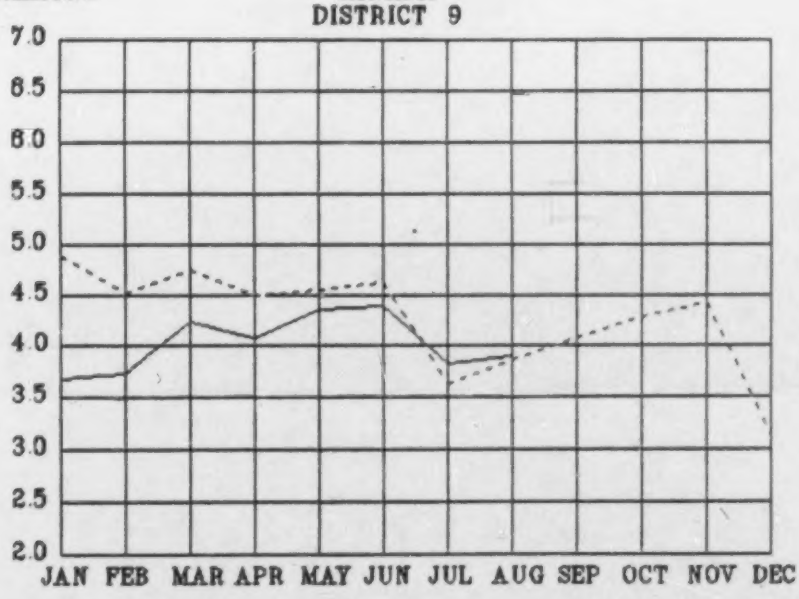

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.7 | 15.2 | 12.6 | 19.2 | 18.3 | 20.9 | 31.2 | 12.1 | | | | |
| % Change | Cumulative | 8.7 | 11.8 | 12.1 | 13.7 | 14.7 | 15.7 | 17.7 | 16.9 | | | | |

MILLIONS

CANADA
DISTRICT 9




1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -24.7 | -17.3 | -11.0 | - 9.5 | - 4.6 | - 4.9 | 5.4 | 0.9 | | | | |
| % Change | Cumulative | -24.7 | -21.1 | -17.7 | -15.7 | -13.6 | -12.1 | -10.1 | -8.9 | | | | |

AC37C-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

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## SEPTEMBER 1990 BILLINGS FOR COMMERCIAL HEAT TREATERS ARE DOWN 2.3% FROM SEPTEMBER 1989

The September 1990 total was $47.4 million. Sales for September 1989 amounted to $48.5 million.

For the first three quarters of 1990, billings have reached $446.2 million, up just 0.2% over 1989's billings at this point of $445.3 million.

Only three out of nine MTI districts show improvement over September 1989's sales as well as in year-to-date performance.

A summary of percentage change by geographic regions follows:

| | District | Sep 90 vs. Sep 89 | Total 1990 vs. 1989 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 4.7 | - 6.4 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | - 1.3 | - 1.7 |
| 3 | South Central (W.PA-OH-IN-KY) | 1.3 | 4.3 |
| 4 | Michigan | 3.3 | - 3.3 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | - 3.9 | - 7.2 |
| 6 | North Central (IL-WI-MN-MO-IA) | - 5.3 | - 0.1 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | - 9.3 | 5.6 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 8.0 | 16.0 |
| 9 | Canada | - 5.7 | - 8.5 |

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1990

BILLINGS FOR MONTH

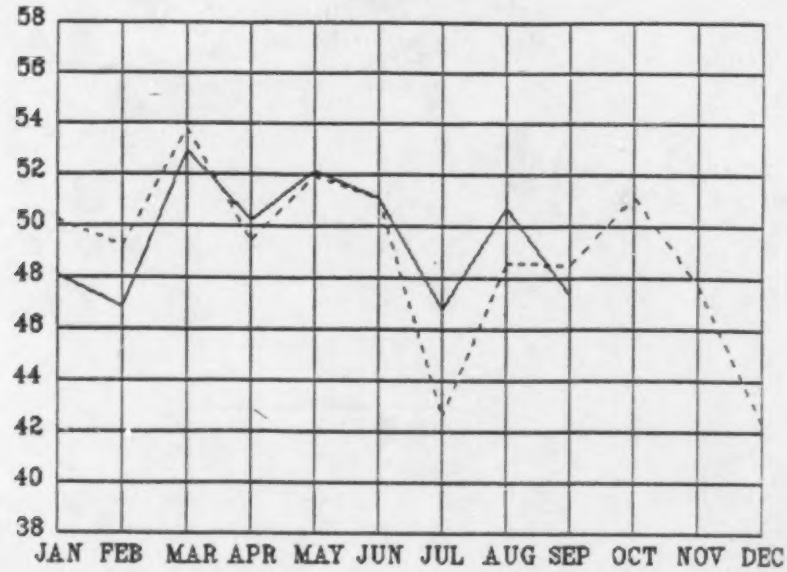
| | Participating Members | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1989 | 1990 | % | 1989 | 1990 |
| Total | 221 | 48488.2 | 47368.7 | - 2.3 | 100.0 | 100.0 |
| Dist. 1 | 16 | 3098.0 | 2953.4 | - 4.7 | 6.4 | 6.2 |
| Dist. 2 | 28 | 4494.0 | 4434.3 | - 1.3 | 9.3 | 9.4 |
| Dist. 3 | 42 | 8871.3 | 8985.2 | 1.3 | 18.3 | 19.0 |
| Dist. 4 | 26 | 6468.0 | 6683.5 | 3.3 | 13.3 | 14.1 |
| Dist. 5 | 17 | 2642.6 | 2538.5 | - 3.9 | 5.5 | 5.4 |
| Dist. 6 | 33 | 9213.3 | 8723.4 | - 5.3 | 19.0 | 18.4 |
| Dist. 7 | 26 | 6895.2 | 6256.7 | - 9.3 | 14.2 | 13.2 |
| Dist. 8 | 18 | 2739.7 | 2958.5 | 8.0 | 5.7 | 6.2 |
| Dist. 9 | 15 | 4066.1 | 3835.3 | - 5.7 | 8.4 | 8.1 |
| Foreign | 0 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1989 | 1990 | % | 1989 | 1990 |
| Total | 445250.1 | 446207.6 | 0.2 | 100.0 | 100.0 |
| Dist. 1 | 28513.8 | 26691.9 | - 6.4 | 6.4 | 6.0 |
| Dist. 2 | 43287.4 | 42550.9 | - 1.7 | 9.7 | 9.5 |
| Dist. 3 | 81867.2 | 85374.5 | 4.3 | 18.4 | 19.1 |
| Dist. 4 | 61565.7 | 59556.4 | - 3.3 | 13.8 | 13.3 |
| Dist. 5 | 25433.6 | 23609.4 | - 7.2 | 5.7 | 5.3 |
| Dist. 6 | 82251.0 | 82204.2 | - 0.1 | 18.5 | 18.4 |
| Dist. 7 | 57654.4 | 60860.0 | 5.6 | 12.9 | 13.6 |
| Dist. 8 | 25297.0 | 29334.3 | 16.0 | 5.7 | 6.6 |
| Dist. 9 | 39379.7 | 36026.2 | - 8.5 | 8.8 | 8.1 |

MILLIONS

## NATIONAL BILLINGS



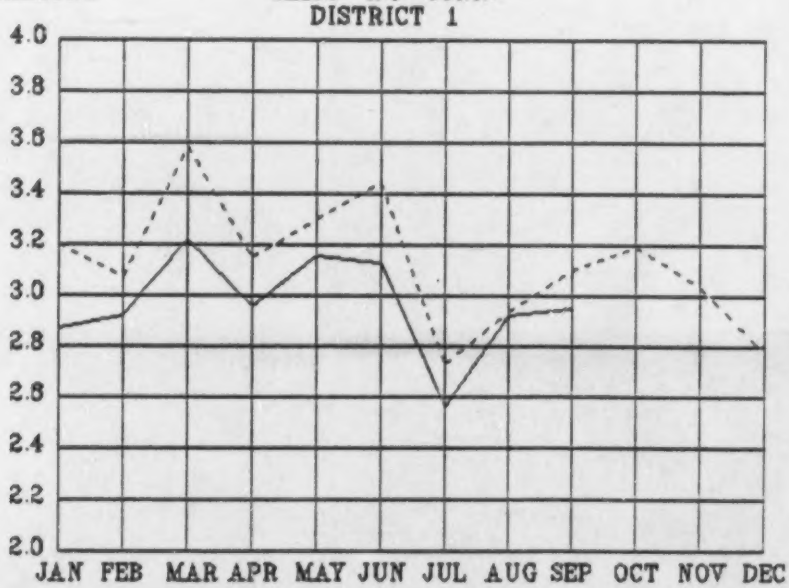

1989 - - - -

1990 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.1 | -4.8 | -1.6 | 1.5 | 0.4 | -0.1 | 9.9 | 4.5 | -2.3 | | | |
| % Change | Cumulative | -4.1 | -4.4 | -3.4 | -2.2 | -1.7 | -1.4 | 0.0 | 0.5 | 0.2 | | | |

MILLIONS

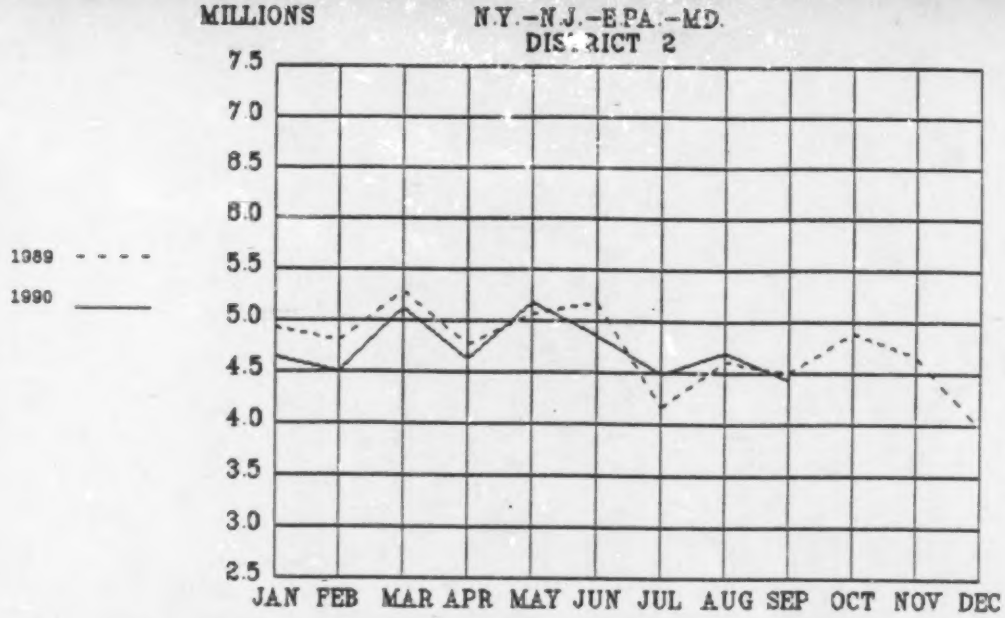
## MASS.-R.I.-CONN.
## DISTRICT 1



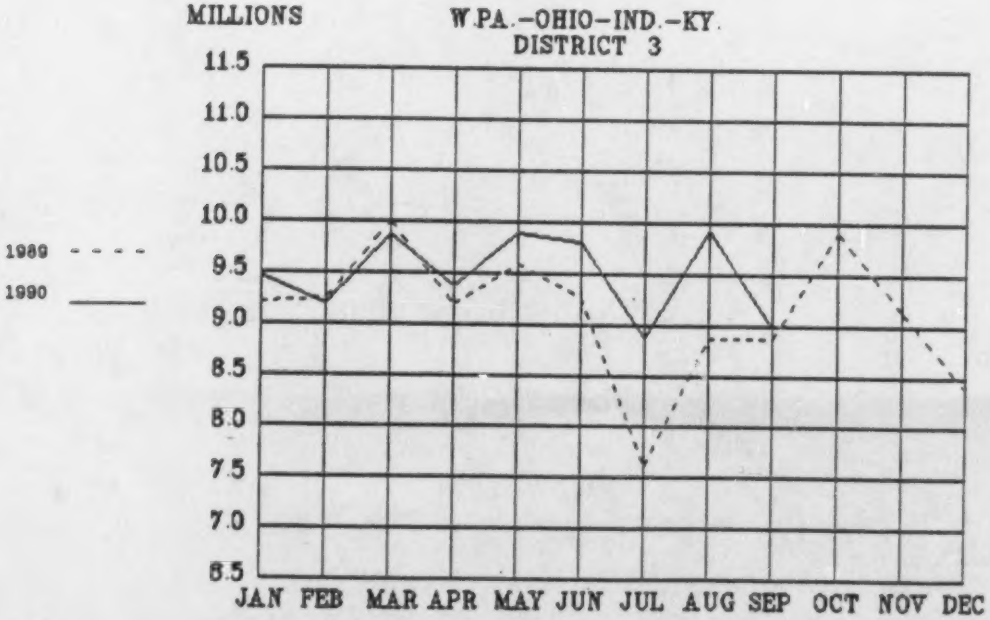

1989 - - - -

1990 ———

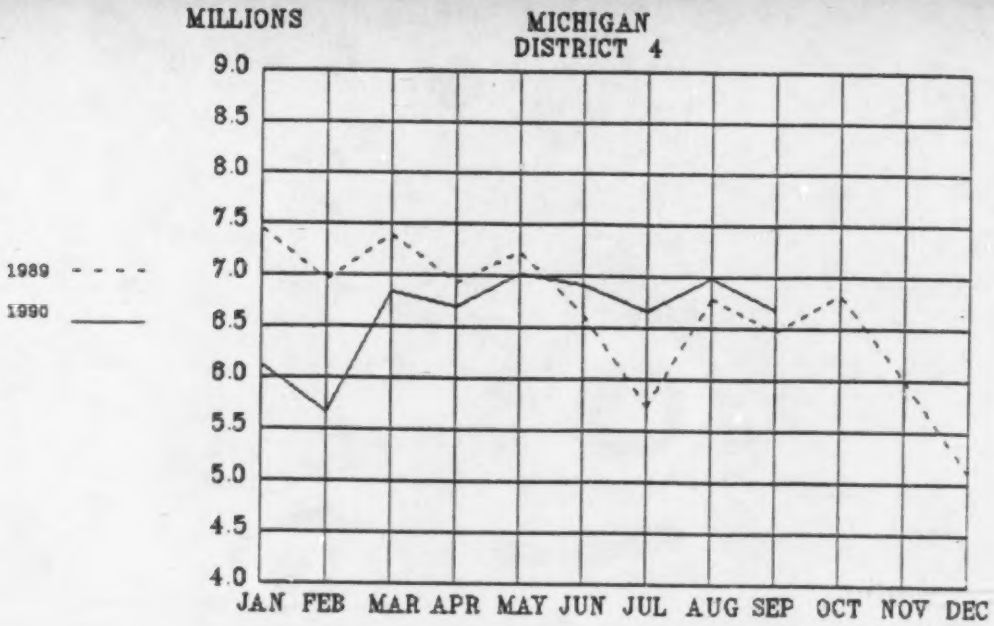
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -10.5 | -4.9 | -10.2 | -6.0 | -4.2 | -9.1 | -6.2 | -0.5 | -4.7 | | | |
| % Change | Cumulative | -10.5 | -7.8 | -8.6 | -8.0 | -7.2 | -7.5 | -7.4 | -6.6 | -6.4 | | | |



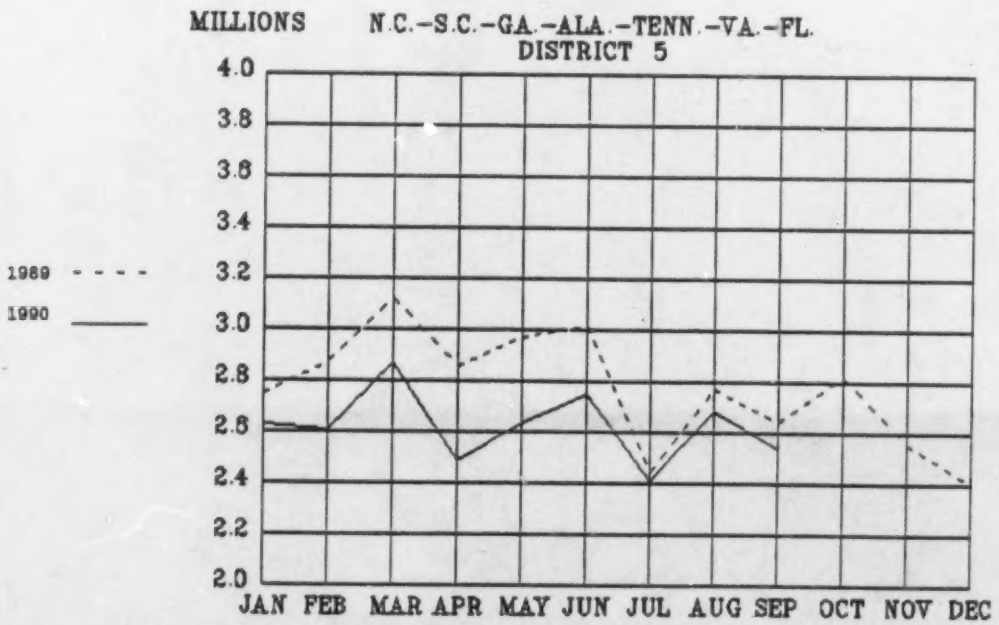

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -5.8 | -6.4 | -2.9 | -2.9 | 2.1 | -6.0 | 7.5 | 2.2 | -1.3 | | | |
| % Change | Cumulative | -5.8 | -6.1 | -5.0 | -4.5 | -3.1 | -3.6 | -2.3 | -1.7 | -1.7 | | | |



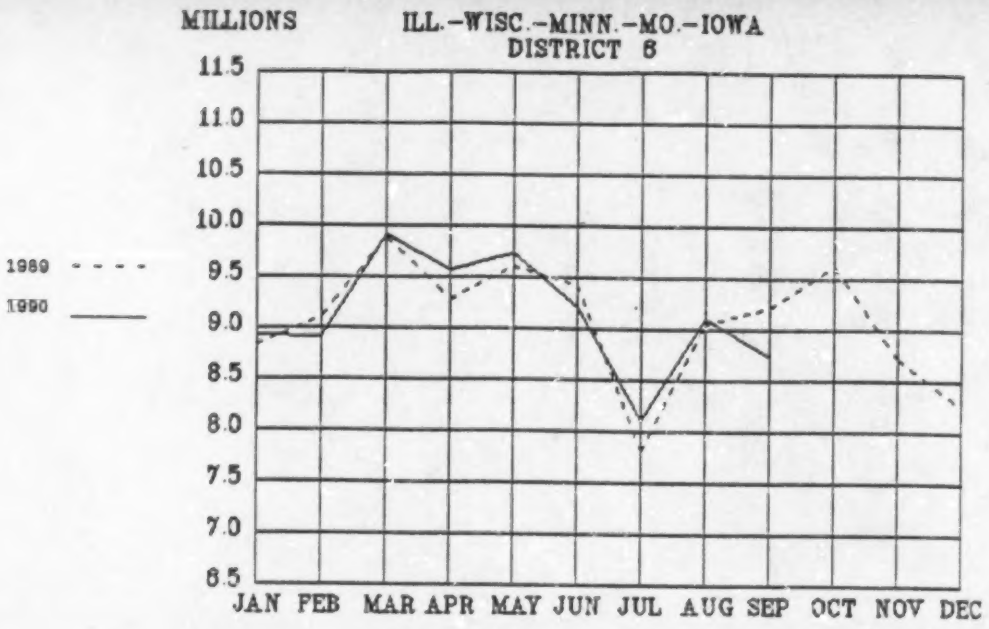

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.7 | -0.7 | -1.2 | 2.0 | 3.0 | 5.7 | 16.8 | 11.9 | 1.3 | | | |
| % Change | Cumulative | 2.7 | 1.0 | 0.2 | 0.6 | 1.1 | 1.9 | 3.6 | 4.6 | 4.3 | | | |



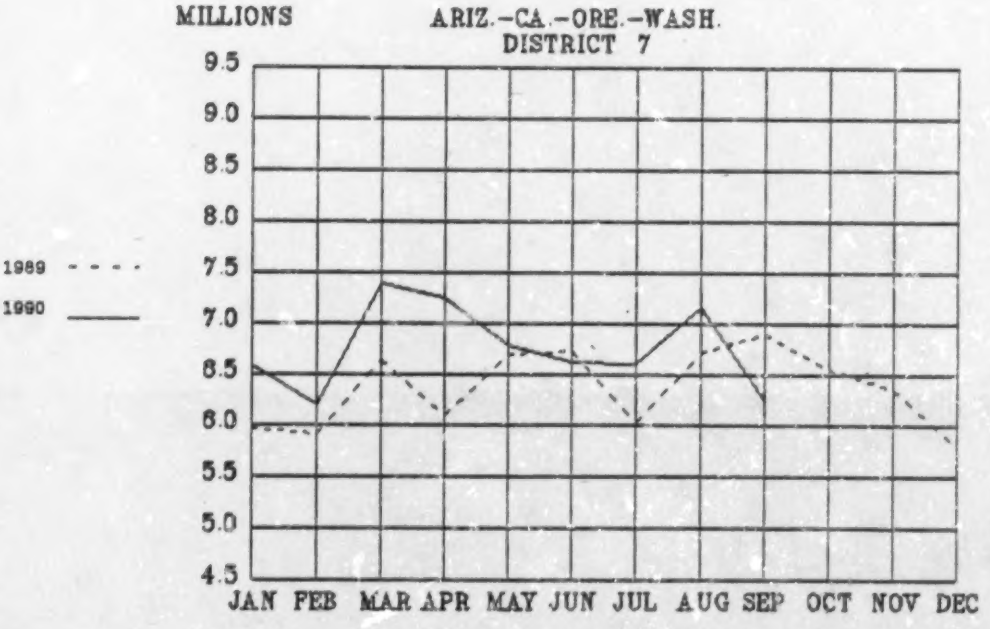

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -17.9 | -18.5 | -7.7 | -3.6 | - 2.9 | 4.3 | 16.1 | 3.0 | 3.3 | | | |
| % Change | Cumulative | -17.9 | -18.2 | -14.8 | -11.9 | -10.1 | -7.9 | -5.0 | -4.0 | -3.3 | | | |



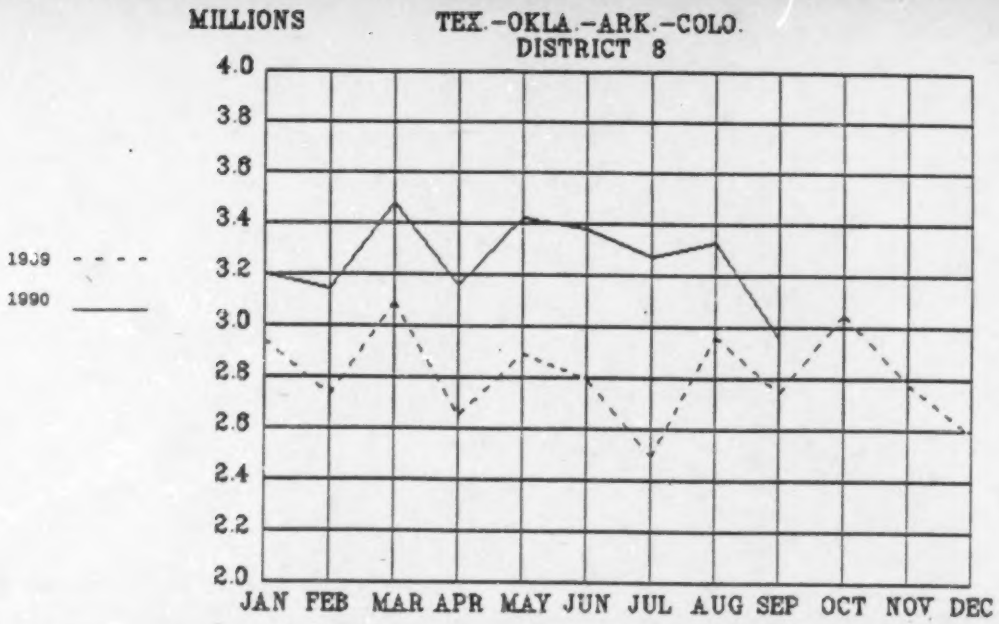

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -4.3 | -9.2 | -8.1 | -13.0 | -11.4 | -8.8 | -1.3 | -2.9 | -3.9 | | | |
| % Change | Cumulative | -4.3 | -6.8 | -7.3 | - 8.7 | - 9.2 | -9.2 | -8.2 | -7.5 | -7.2 | | | |



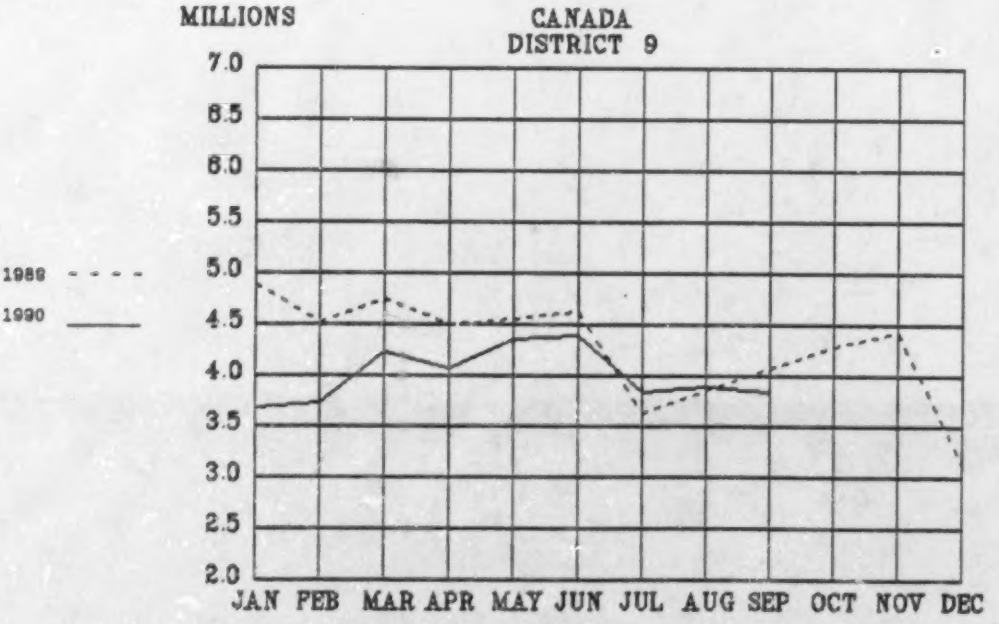

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.9 | -2.2 | 0.1 | 3.0 | 1.2 | -2.1 | 3.9 | 0.6 | -5.3 | | | |
| % Change | Cumulative | 0.9 | -0.7 | -0.4 | 0.5 | 0.6 | 0.2 | 0.6 | 0.8 | -0.1 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 10.4 | 4.9 | 11.3 | 10.1 | 1.3 | -1.7 | 10.1 | 6.6 | -9.2 | | | |
| % Change | Cumulative | 10.4 | 7.7 | 9.0 | 11.5 | 9.3 | 7.3 | 7.7 | 7.6 | 5.6 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.7 | 15.2 | 12.6 | 19.2 | 18.3 | 20.9 | 31.2 | 12.1 | 8.0 | | | |
| % Change | Cumulative | 8.7 | 11.8 | 12.1 | 13.7 | 14.7 | 15.7 | 17.7 | 16.9 | 16.0 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -24.7 | -17.3 | -11.0 | - 8.5 | - 4.6 | - 4.9 | 6.0 | 0.9 | -5.7 | | | |
| % Change | Cumulative | -24.7 | -21.1 | -17.7 | -15.7 | -13.6 | -12.1 | -10.0 | -8.8 | -8.5 | | | |